

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 L-03 SS-15 NSC-10 PA-03

PRS-01 USIA-15 RSR-01 /105 W
----- 129621

R 031234Z AUG 73

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 874

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E.O. 11652: N/A

TAGS: ETRN UR US FR

SUBJECT: EXPORT OF THE YAK-40 TO THE UNITED STATES

1. DURING CONVERSATION WITH EMBOFF AUGUST 3 REPRESENTATIVES OF ROCKWELL INTERNATIONAL'S SPACE AND AVIATION SERVICES DIVISION STATED THAT THEY EXPECT TO SIGN THE THIRD OF THREE PRELIMINARY PROTOCOLS WITH AVIAEXPORT TODAY. THESE PROTOCOLS WOULD BE FORMALIZED IN AN OVERALL AGREEMENT OF INTENT NEXT MONTH, PROVIDED THAT OTHER SOVIET GOVERNMENT AUTHORITIES APPROVE.

2. EFFECT OF THREE PROTOCOLS WOULD PERMIT ROCKWELL TO IMPORT "GREEN" YAK-40'S FOR SALE IN UNITED STATES. ENGINES, COMMUNICATIONS EQUIPMENT, INTERIOR FITTINGS AND OTHER REFINEMENTS WOULD BE INSTALLED BY ROCKWELL IN AMERICA.

3. ROCKWELL HAS NOT YET WORKED OUT PRECISE DELIVERY ARRANGEMENTS OR DETERMINED DETAILED SPECIFICATIONS FOR INSTRUMENTS AND CONTROL EQUIPMENT, BUT ANTICIPATES THAT SALES POTENTIAL IS SUFFICIENT TO MAKE CURRENT NEGOTIATIONS WORTH THE EFFORT.

4. AWARE THAT CERTIFICATION OF YAK-40 FOR U.S. DOMESTIC
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OPERATION WOULD BRING ABOUT THROUGH RECIPROCITY CERTIFICA-

TION FOR OPERATION IN FRANCE, FRG AND OTHER WESTERN
EUROPEAN COUNTRIES, ROCKWELL AVIATION SERVICES DIVISION
VICE PRESIDENT/GENERAL MANAGER D.R. REDPATH EXPRESSED
CONFIDENCE THAT COMPANY COULD OVERCOME ANY MAJOR PROBLEMS
THIS MIGHT BRING ABOUT.

5. REDPATH INDICATED ROCKWELL WILL NOT EXPECT TO MAKE
PUBLIC ANNOUNCEMENT UNTIL AFTER FINAL DETAILS ARE SETTLED
AND GENERAL LETTER OF INTENT IS SIGNED NEXT MONTH.

6. COMMENT: IF NEGOTIATIONS SUCCESSFULLY CONCLUDED
(AND SOVIETS ARE BENDING OVER BACKWARD TO BE ACCOMMODATING),
ROCKWELL EXPECTS SALE WILL GIVE ROCKWELL INSIDE TRACK ON
SUPPLY OF MOSCOW AREA AIR TRAFFIC CONTROL SYSTEM, FOR WHICH
DETAILED PROPOSALS ARE DUE LATE SEPTEMBER.
DUBS

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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EO Systematic Review
30 JUN 2005

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